

Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W

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P 092120Z JAN 76

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC PRIORITY 1509

UNCLAS CARACAS 0320

E.O. 11652: N/A

TAGS: BEXP, VE

SUBJECT: PROPOSED NORTH TEXAS COMMISSION IOGA TRADE MISSION
TO BRAZIL, COLOMBIA, AND VENEZUELA

REF: STATE 290274; STATE 304816; CARACAS 0216

1. EMBASSY HAS CONTACTED FOUR LARGEST AND MOST QUALIFIED MEDICAL SUPPLY HOUSES IN CARACAS. MANAGER OF THESE FIRMS ARE UNANIMOUS IN OPINION THAT NORTH TEXAS COMMISSION IOGA TRADE MISSION WILL FIND STRONG MARKET HERE AND ALL ARE EAGER TO MEET WITH MISSION MEMBERS. IN GENERAL TERMS THERE WAS STRONG INTEREST IN LINES BEING OFFERED BY MISSION DESPITE FACT SOME OF FIRMS CONTACTED ALREADY REPRESENT COMPETING LINES.

2. FOUR GOV HOSPITALS ARE NOW NEARING COMPLETION AND MOST EQUIPMENT FOR THESE FOUR REMAINS TO BE PROCURED. TEN NEW HOSPITALS ARE TO BE CONSTRUCTED BY GOV IN NEXT TWO TO THREE YEARS.

3. MINISTRY OF HEALTH AND SOCIAL ASSISTANCE HAS ALSO EXPRESSED INTEREST IN MEETING WITH MISSION MEMBERS.

4. THUS, DESPITE OUR FEARS THAT MEDEQUIPOS PROMOTIONS OF JUNE 1975 MAY HAVE LEFT THIN MARKET, OUR SURVEY OF FOUR LARGEST DEALERS INDICATES MARKET AND INTEREST BOTH STRONG.

5. POST COMMENTS REGARDING TIMING OF MISSION REMAIN AS STATED IN REFTEL.

SHLAUDEMAM

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